



Foreign Agricultural Service

**GAIN Report**

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# **Caribbean Basin**

## **Market Development Reports**

### **Florida Food Exporter Report**

### **2002**

Approved by:

**Margie Bauer**

**Caribbean Basin ATO**

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#### **Report Highlights:**

**Florida exporters play a crucial role in exporting to the Caribbean, South and Central America, and other regions. This list is provided for all importers in these regions. It is also provided for U.S. suppliers that are looking for companies to represent and to export their products to these regions.**

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Includes PSD changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Miami [C11], C1

Greetings from warm and sunny Miami!

We compiled this list of Florida Distributors for the Caribbean and Central and South American importers who are looking for U.S. food products. In addition, U.S. manufacturers who would like to enter these export markets are encouraged to use these companies to enter the exciting export markets of the Caribbean, and Central and South America. This list is not complete and is furnished for your information with the understanding that no discrimination is intended and no guarantee of reliability is implied.

The Caribbean and Central and South America countries are some of the largest and fastest growing markets in the world for U.S. high value food products. The Caribbean imported \$6 billion of high value food products in 2000, while Central America imported \$4 billion and South America imported \$5 billion in the same time period. Since the markets vary significantly from country to country, it is fair to say that consumer incomes are rising, consumers are following the worldwide trend of demanding more and more convenience foods, shopping more in supermarkets and convenience stores rather than in traditional markets, and eating out in restaurants more as the food service sector develops rapidly.

We encourage you to take advantage of the opportunities for U.S. products in the region. U.S. products benefit from a high quality and safety image by Caribbean and Central and South American consumers. Demand for U.S. products is reinforced by the incredible amount of U.S. culture and advertising that is spread through movies, television, music and increasing travel to the United States for business, pleasure and education. In addition, immigrants from these countries to the United States provide further fuel to this trend by sharing U.S. products with relatives and friends in their native countries.

Please visit the U.S. Department of Agriculture's Foreign Services Offices in these countries for more information about U.S. food products and the opportunities to export U.S. food products to this fast growing region. Our offices are a few key strokes away when you log onto our website: [www.fas.usda.gov](http://www.fas.usda.gov). Since this list is updated at least once a quarter, we encourage you to look for the new one at this site: [www.cbato.fas.usda.gov](http://www.cbato.fas.usda.gov) and click on either "U.S. Exporters" or "Caribbean Importers".

Margie Bauer  
Director  
Caribbean Basin Agricultural Trade Office

P.S. Are you a Florida Distributor that would like to be added to our report? Please contact us to complete a survey about your business.

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<b>CAWY BOTTLING COMPANY</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Mr. Harris, Assistant to the President
<b>Email:</b>	cawy@cawy.com
<b>Address:</b>	2440 NW 21 Terrace Miami, FL 33142
<b>Telephone &amp; Fax:</b>	(305)634-8669, 305-634-2291 fax
<b>Website:</b>	www.cawy.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Non-alcoholic Carbonated Beverages
<b>% of Sales:</b>	100 % Non-alcoholic Beverages
<b># of Items Exported:</b>	9
<b>Industry Sector Served:</b>	Retail: 100 %
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	N/A
<b>Years in Business:</b>	37 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100 %
<b>% of Sales by Region/Country:</b>	Caribbean: 50 %    Central America: 50 %
<b>Seeking New Importers in:</b>	Argentina
<b>Seeking New U.S. Product Suppliers:</b>	None
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Food Marketing Institute, National Restaurant Association, Florida Restaurant Show, Florida International Restaurant and Hotel, Taste of the Caribbean

<b>FLORIDA BULK SALES, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Ron Clarke
<b>Email:</b>	ron@floridabulksales.com
<b>Address:</b>	3232 Maine Ave. Eaton Park, FL 33840
<b>Telephone &amp; Fax:</b>	(863)668-9000, (863)665-9555 fax
<b>Website:</b>	www.floridabulksales.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fruit Juices, Concentrates; Non-alcoholic Beverages.
<b>% of Sales:</b>	Non-alcoholic Beverages: 85%      Baked Products: 10% Ice cream: 5%
<b># of Items Exported:</b>	50+
<b>Industry Sector Served:</b>	Industrial: 100%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Negotiable
<b>Years in Business:</b>	Over 12 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Beverage and Food Manufacturers: 100%
<b>% of Sales by Region/Country:</b>	<b>95% Europe</b> <b>5% Caribbean:</b> Jamaica: 50% Trinidad and Tobago: 50%
<b>Seeking New Importers in:</b>	N/A
<b>Seeking New U.S. Product Suppliers:</b>	Beef, Poultry, Pork, Fresh Produce, Seafood, Non-alcoholic Beverages, High-end Specialty Foods, Dry Goods, Dairy Products
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Local IFT

<b>MONIN, INC</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Gael Ollard -- Gael@monin.com
<b>Address:</b>	2100 Range Road Clearwater, Florida 33765
<b>Telephone &amp; Fax:</b>	(727)461-3033 / 1-800-966-5225, (727)461-3305 fax
<b>Website:</b>	www.monin.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Naturally highly concentrate syrups (60 flavors). Made for Coffee flavoring (i.e. vanilla cocktails, frozen drinks/smoothies)
<b>% of Sales:</b>	100 % non-alcoholic beverages
<b># of Items Exported:</b>	60 flavors
<b>Industry Sector Served:</b>	60% Food Service      10% Retail 10% Cruise Lines      20% Other
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	100 % Non Food
<b>Services Provided:</b>	Export Management, Product Representation, Consolidation
<b>Years in Business:</b>	89 years (since 1912)
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 90 %      Cruise Lines: 5% Direct to hotel or restaurant: 5%
<b>% of Sales by Region/Country:</b>	South America: 27%      Caribbean: 5% Canada: 50%      Asia: 13%
<b>Seeking New Importers in:</b>	Peru, Uruguay, Guyana (French), Costa Rica, Panama, Venezuela, Nicaragua, Guatemala
<b>Seeking New U.S. Product Suppliers:</b>	Non-alcoholic beverages, National Brands
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, NRA/ National Restaurant Association, Florida Restaurant Show, Fancy Food Show, SIAL (France)



<b>NATIONAL FRUIT FLAVOR COMPANY</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Avery Stirratt
<b>Email:</b>	sales@nationalfruitflavor.com
<b>Address:</b>	5135 East 5th Avenue Hialeah, FL 33013
<b>Telephone &amp; Fax:</b>	(305)681-4425, (305)681-3652 fax
<b>Website:</b>	www.nationalfruitflavor.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Manufacturer of Beverage Flavors, Concentrate Syrup Mixers, and Non-carbonated Pina Coladas
<b>% of Sales:</b>	Non-alcoholic Beverages: 100%
<b># of Items Exported:</b>	12
<b>Industry Sector Served:</b>	Food service: 100%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	N/A
<b>Years in Business:</b>	84 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	<b>60% Caribbean:</b> Dominican Republic: 83%    Bahamas: 17% <b>40% Mexico</b>
<b>Seeking New Importers in:</b>	Venezuela and all countries in Latin America and the Caribbean
<b>Seeking New U.S. Product Suppliers:</b>	Non-alcoholic Beverages
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	National Restaurant Association, Florida Restaurant Show, The Americas Food and Beverage Show, and Taste of the Caribbean

## PREMIER BEVERAGE COMPANY LLC

### CONTACT INFORMATION

<b>Contact person(s):</b>	Fred Gill
<b>Email:</b>	<a href="mailto:FRED_GILL@SUNBELT-BEVERAGE.COM">FRED_GILL@SUNBELT-BEVERAGE.COM</a>
<b>Address:</b>	9801 Premier Pkwy Miramar, FL 33025
<b>Telephone &amp; Fax:</b>	(954)266-2202, (954)266-2366 fax
<b>Website:</b>	N/A

### PRODUCTS & SERVICES

<b>Product Line:</b>	Alcoholic Beverages, Non-alcoholic Cocktail Mixer, Water
<b>% of Sales:</b>	Non-alcoholic beverages: 20%, Alcoholic: 80%
<b># of Items Exported:</b>	Estimated 100 (availability of over 700 sku's)
<b>Industry Sector Served:</b>	Food Service:40%, Cruise Lines:25%, Retail: 30%, Diplomatic: 5%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	100% Food
<b>Services Provided:</b>	Export Management, Product Representation, Distribution Services
<b>Years in Business:</b>	13 years

### FOREIGN PROFILE

<b>Foreign Customer Profile:</b>	Direct to Retailers: 30%                      Wholesalers: 10% Direct to Hotel or Restaurant: 35% Cruise Lines (Chandlers only): 25%
<b>% of Sales by Region/Country:</b>	Turks & Caicos: 30%, The Bahamas: 25%, Cayman Islands: 25%, Haiti: 5%, Honduras: 5%, Brazil: 3%, Other: 7%
<b>Seeking New Importers in:</b>	French, Dutch and Spanish Caribbean and Latin America
<b>Seeking New U.S. Product Suppliers:</b>	Alcoholic Beverages

### TRADE SHOWS

<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food & Beverage Show, Taste of the Caribbean, CHICH, Orlando Duty Free
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<b>SOL DEL CAMPO</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Lisette Rodriguez
<b>Email:</b>	<a href="mailto:lisette@soldelcampo.com">lisette@soldelcampo.com</a>
<b>Address:</b>	1547 NW 165 Street Miami, FL 33169
<b>Telephone &amp; Fax:</b>	(305)623-9697, (305)623-7898 fax
<b>Website:</b>	www.soldelcampo.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Regional and Local Brands of Complete Food and Non-alcoholic Beverages; Dry Goods, Seafood and Condiments
<b>% of Sales:</b>	Non-alcoholic Beverages: 50%, Dry Goods: 40%, Seafood: 10%
<b># of Items Exported:</b>	62
<b>Industry Sector Served:</b>	Retail: 80%, Food Service: 20%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 90% , Non-food: 10%
<b>Services Provided:</b>	Product Representation, Broker Services
<b>Years in Business:</b>	N/A
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 50%                      Direct to Retailers: 25% Direct to Hotel or Restaurant: 25%
<b>% of Sales by Region/Country:</b>	Colombia: 40%, Ecuador: 30%, Venezuela: 30%
<b>Seeking New Importers in:</b>	Caribbean and Belize
<b>Seeking New U.S. Product Suppliers:</b>	Seafood, Non-alcoholic Beverage, High-end Specialty Foods, Dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Food Marketing Institute (FMI), Fancy Food Show

<b>TROPICAL TRADING</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Steve Ross
<b>Email:</b>	msr4@earthlink.net
<b>Address:</b>	P.O. Box 616856 Orlando, FL 32861
<b>Telephone &amp; Fax:</b>	(407)296-9344, (407)296-9091 fax
<b>Website:</b>	www.tropicaltrading.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	National Brands of Juices and Dairy Products
<b>% of Sales:</b>	Non-alcoholic Beverages: 50% Dairy Products: 50%
<b># of Items Exported:</b>	250
<b>Industry Sector Served:</b>	Food service: 25% Retail: 75%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export Management, Product Representation, Consolidation, Distribution services
<b>Years in Business:</b>	8
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to retailers: 50% Wholesalers: 50%
<b>% of Sales by Region/Country:</b>	<b>50% Caribbean:</b> Trinidad and Tobago: 60%, Jamaica: 15%, Barbados, St. Lucia and Grenada: 25% <b>50% Mexico</b>
<b>Seeking New Importers in:</b>	Central and South America and the Caribbean, especially The Bahamas, Bermuda, Aruba, British Virgin Islands, and Costa Rica
<b>Seeking New U.S. Product Suppliers:</b>	National Brands of Non-alcoholic Beverages and Dairy Products
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Food Marketing Institute, Florida Restaurant Show, The Americas Food and Beverage Show, and Taste of the Caribbean

## UNIVERSAL BEVERAGE

### CONTACT INFORMATION

<b>Contact person(s) &amp; Email:</b>	John Cejka --- unibev@aol.com
<b>Address:</b>	1919 NW 19th Street Parkway Commerce Center Building, 1A Fort Lauderdale, FL 33306
<b>Telephone &amp; Fax:</b>	(954)761-1808, (954)761-8199 fax
<b>Website:</b>	N/A

### PRODUCTS & SERVICES

<b>Product Line:</b>	Water Products
<b>% of Sales:</b>	Non-alcoholic Beverages: 100%
<b># of Items Exported:</b>	12
<b>Industry Sector Served:</b>	N / A
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	N / A
<b>Years in Business:</b>	7 years

### FOREIGN PROFILE

<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Barbados: 100%
<b>Seeking New Importers in:</b>	All countries
<b>Seeking New U.S. Product Suppliers:</b>	Non-alcoholic Beverages

### TRADE SHOWS

<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Taste of the Caribbean
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<b>A-ONE-A</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Central & South America: Alan Lieberman alanl@aonea.com
<b>Email:</b>	Caribbean: Sam Bell samb@aonea.com
<b>Address:</b>	1351 NW 22nd Street Pompano Beach, FL 33069
<b>Telephone &amp; Fax:</b>	(954)917-7272, (954)917-8864 fax
<b>Website:</b>	www.aonea.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fresh Produce and Dairy Products exclusively
<b>% of Sales:</b>	Fresh Produce: 50% Dairy Products: 50%
<b># of Items Exported:</b>	2000
<b>Industry Sector Served:</b>	Food service: 50% Cruise-lines: 35% Retail: 5% Other: 10%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export management, Consolidation, Cross Dock/Drop Shipment
<b>Years in Business:</b>	14
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Hotel and Restaurants: 15% Wholesalers: 35% Direct to retailers: 35% Cruise lines: 15%
<b>% of Sales by Region/Country:</b>	<b>100% Caribbean:</b> Trinidad and Tobago: 16%, Jamaica: 16%, Haiti: 16%, The Bahamas 16%, Dominican Republic: 16%, Turks&Caicos: 20%
<b>Seeking New Importers in:</b>	Central and South America and the Caribbean
<b>Seeking New U.S. Product Suppliers:</b>	High-end specialty foods, seafood
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Food Marketing Institute, Florida Restaurant Show, The Americas Food and Beverage Show, and Taste of the Caribbean

<b>COSMOPOLITAN DESIGN INTERNATIONAL TRADING</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	<b>New suppliers:</b> Pierre DeAgostini: deagostini@aol.com <b>Importers:</b> Catherine Girard: cdit2@aol.com
<b>Address:</b>	100 N. Biscayne Blvd., Suite 607 Miami, FL 33132
<b>Telephone &amp; Fax:</b>	(305)373-6377, (305)373-6376 fax
<b>Website:</b>	www.cdit-trading.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Mass Market Line and High-end Specialty Foods; Company's Focus Is on Quality, Innovation, Health and Gourmet Products
<b>% of Sales:</b>	National Brands: 75%      Private Label: 5% Regional/Local Brands: 20%      Alcoholic Beverages: 10% Syrup: 2%      Dairy Products: 88%
<b># of Items Exported:</b>	375
<b>Industry Sector Served:</b>	40% Food Service -- 60% Retail
<b>Annual Sales of Food Exports:</b>	Over \$5,000,000
<b>% of Food vs. Non-Food:</b>	70% Food -- 30% Non-Food
<b>Services Provided:</b>	Product Rep., Broker Services, Export Management, Freight Forward, Consolidation & Distribution Services.
<b>Years in Business:</b>	7 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 35% -- Hotel/ Restaurant: 5% -- Retailers: 60%
<b>% of Sales by Region/Country:</b>	87% Caribbean - 7% South America - 6% Central America
<b>Seeking New Importers in:</b>	Venezuela
<b>Seeking New U.S. Product Suppliers:</b>	Poultry, Fresh Produce, Non-alcoholic & Alcoholic Beverages, High-end Specialty Foods, All Brands.
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	National Restaurant Association, Food Marketing Institute, The Americas Food and Beverage Show, Taste of the Caribbean, Fancy Food Show, SIAL (France).

## AMERICAN FOOD TRADERS, INC.

### CONTACT INFORMATION

<b>Contact person(s):</b>	Freddy E. Olcese
<b>Email:</b>	folcese@aol.com
<b>Address:</b>	9300 S. Dadeland Blvd. Suite 302 Miami, FL 33156
<b>Telephone &amp; Fax:</b>	(305)670-6250, (305)670-6468 fax
<b>Website:</b>	www.americanfoodtraders.com

### PRODUCTS & SERVICES

<b>Product Line:</b>	90% Name Brands, 10% Private Label: Dry Goods, Disposable Paper, Plastics, Non-alcoholic Beverages
<b>% of Sales:</b>	Beef: 20%    Non-alcoholic Beverages: 20%    Dry Goods: 60%
<b># of Items Exported:</b>	1,000+
<b>Industry Sector Served:</b>	Retail: 90%    Wholesalers: 5%    Direct to Hotel/Restaurant: 5%
<b>Annual Sales of Food Exports:</b>	Between \$500,000 and \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 75%, Non-Food: 25%
<b>Services Provided:</b>	Product Representation, Consolidation, Broker Services, Distribution Services, Freight Forward
<b>Years in Business:</b>	18

### FOREIGN PROFILE

<b>Foreign Customer Profile:</b>	Direct to Retailers: 90%    Wholesalers: 5%
<b>% of Sales by Region/Country:</b>	<b>85% Caribbean:</b> British Virgin Is.: 25%, Cayman Is.: 5%, Jamaica: 20%, Turks & Caicos: 15%, St. Martin: 10% Anguila, St. Lucia, Antigua combined: 25%
<b>Seeking New Importers in:</b>	Any country
<b>Seeking New U.S. Product Suppliers:</b>	Name/Regional/Local Brands, Private Labels; Non-alcoholic Beverages and Dry Goods

### TRADE SHOWS

<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Florida International Restaurant and Hotel Show
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<b>BAY AREA POPCORN CONCESSION</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	William C. Scott
<b>Email:</b>	Bscott6605@aol.com
<b>Address:</b>	6605 Walton Way Tampa, FL 33610
<b>Telephone &amp; Fax:</b>	(813)626-3244, (813)620-0425 fax
<b>Website:</b>	www.bayareapopcorn.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Name Brands; Fun Food Popcorn, Cotton Candy, Snowcones, Product and Machines
<b>% of Sales:</b>	100 % High-end Specialty Foods
<b># of Items Exported:</b>	40
<b>Industry Sector Served:</b>	Retail: 80% Other:20%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 40% Non-Food: 60%
<b>Services Provided:</b>	Distribution Services
<b>Years in Business:</b>	8 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 60% Direct to Retailers: 40%
<b>% of Sales by Region/Country:</b>	<b>20% South America:</b> Peru 50%, Venezuela 50% <b>40% Central America:</b> Costa Rica: 10%, Honduras: 65%, Panama: 10% <b>40% Caribbean:</b> The Bahamas, British Virgin Islands, Cayman Islands, Dominican Rep.: all 25% each
<b>Seeking New Importers in:</b>	All countries
<b>Seeking New U.S. Product Suppliers:</b>	High-end Specialty Foods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Florida Restaurant Show, Florida International Restaurant and Hotel

<b>CACHITA SPICES</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Luis Alamo
<b>Email:</b>	cachitaspices@aol.com
<b>Address:</b>	884 SW 701 Avenue Miami, FL 33144
<b>Telephone &amp; Fax:</b>	(305)267-1130, (305)267-2170 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Dry Spices
<b>% of Sales:</b>	Dry Goods: 100%
<b># of Items Exported:</b>	Est. 200
<b>Industry Sector Served:</b>	Food service: 10%    Retail: 80%    Cruise Lines: 10%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Broker Services, Product Representation, Distribution services
<b>Years in Business:</b>	26
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Cruise-liners: 10%    Wholesalers: 90%
<b>% of Sales by Region/Country:</b>	<b>100% Caribbean:</b> Trinidad & Tobago: 50%    British Virgin Islands: 50%
<b>Seeking New Importers in:</b>	The Bahamas, Jamaica, St. Martin, Panama, and any other country
<b>Seeking New U.S. Product Suppliers:</b>	Dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show

<b>G &amp; J MARKETING CO.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	South America: Greg Sidwell <a href="mailto:gregs@gandj.com">gregs@gandj.com</a>
<b>Email:</b>	Caribbean: Craig Vanderlaan: <a href="mailto:craigv@gandj.com">craigv@gandj.com</a>
<b>Address:</b>	1261 E. Sample Road Pompano Beach, FL 33064
<b>Telephone &amp; Fax:</b>	(954)781-4600, (954)781-8600 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	A complete line of national brands and private label high quality food service products
<b>% of Sales:</b>	Seafood: 30% Dry goods: 50% High-end Specialty Foods: 20%
<b># of Items Exported:</b>	5000+
<b>Industry Sector Served:</b>	Food service: 75% Cruise Lines: 25%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 75% Non-food: 25%
<b>Services Provided:</b>	Product Representation, Broker Services
<b>Years in Business:</b>	2
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	N/A
<b>% of Sales by Region/Country:</b>	N/A
<b>Seeking New Importers in:</b>	N/A
<b>Seeking New U.S. Product Suppliers:</b>	National, Regional/local, and private label brands of high-end specialty foods, seafood, dry goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	National Restaurant Association and Florida Restaurant Show

## G & L INTERNATIONAL TRADING, DBA DOMANI FOODS

### CONTACT INFORMATION

<b>Contact person:</b>	William Lunstgarten
<b>Email:</b>	domanifoods@earthlink.com
<b>Address:</b>	1175 N. 125 <sup>th</sup> Street Miami, FL 33161
<b>Telephone &amp; Fax:</b>	(786)586-2961, (305)893-2048 fax
<b>Website:</b>	www.domanigourmet.com

### PRODUCTS & SERVICES

<b>Product Line:</b>	National Brands of Food Service and Retail Bereaves, Specialty Foods and Dry Goods
<b>% of Sales:</b>	Non-alcoholic Beverages:10%, Dry Goods: 60%, High-end Specialty Foods: 30%
<b># of Items Exported:</b>	50
<b>Industry Sector Served:</b>	Retail: 50%      Food Service: 50%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export Management, Consolidation, Product Rep., Distribution Services
<b>Years in Business:</b>	4 years

### FOREIGN PROFILE

<b>Foreign Customer Profile:</b>	Direct to Retailers: 34% -- Wholesalers: 33% Direct to Hotel or Restaurant: 33%
<b>% of Sales by Region/Country:</b>	80% South America- Colombia: 85%, Ecuador: 15% 20% Central America- Panama: 100%
<b>Seeking New Importers in:</b>	The Bahamas, Dominican Republic, Jamaica, Guatemala, Costa Rica, Guyana
<b>Seeking New U.S. Product Suppliers:</b>	National, Regional and Local Brands of Beef, Poultry, Pork, Seafood, Non-alcoholic & Alcoholic Beverage and Dairy Products

### TRADE SHOWS

<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, ANUGA (Germany), Florida Restaurant Show and Fancy Food Show
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<b>LOS CIDRINES</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Manuel Cidre
<b>Email:</b>	manuel.cidre@cidrines.com
<b>Address:</b>	P.O. Box 140610 Arecibo, Puerto Rico 00614-0610
<b>Telephone &amp; Fax:</b>	(787)758-1005, (787)751-1857 fax
<b>Website:</b>	www.cidrines.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	High-end Specialty Foods
<b>% of Sales:</b>	Private Label: 80%      National Brands: 10% Regional/Local Brands 10%
<b># of Items Exported:</b>	Est. 75
<b>Industry Sector Served:</b>	Food service: 100%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Product Representation
<b>Years in Business:</b>	25
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	N / A
<b>% of Sales by Region/Country:</b>	St. Thomas & St.Croix: 90%      Dominican Republic: 10%
<b>Seeking New Importers in:</b>	Any other country
<b>Seeking New U.S. Product Suppliers:</b>	Fresh Produce, High-end Specialty Foods, National, Regional/Local and Private Label Brands
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	FMI/Food Marketing Institute, NRA/National Restaurant Association, Florida Restaurant Show, The Americas Food and Beverage Show, and Taste of the Caribbean

<b>PROMO INTERNATIONAL, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b> <b>Email:</b>	South America: Sergio Sanchez - ssanchez@promosgroceries.com Central America & Caribbean: Alex Sanchez - asanchez@promosgroceries.com
<b>Address:</b>	3389 NW 97 Avenue Miami, FL 33172
<b>Telephone &amp; Fax:</b>	(305)436-9220, (305)436-9361 fax
<b>Website:</b>	www.domanigourmet.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	National Brands of Food Service and Retail Beverages, Specialty Foods and Dry Goods
<b>% of Sales:</b>	Non-alcoholic Beverages:10%      Dry Goods: 60% High-end Specialty Foods: 30%
<b># of Items Exported:</b>	50
<b>Industry Sector Served:</b>	Retail: 50%      Food Service: 50%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 80%      Non-Food: 20%
<b>Services Provided:</b>	Export Management      Consolidation Product Representation      Freight Forward
<b>Years in Business:</b>	8 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 50%      Retailers: 50%
<b>% of Sales by Region/Country:</b>	Colombia: 30%, Venezuela: 20%, Surinam: 2%, Honduras: 50%, Belize: 5%, Haiti: 5%, Barbados: 5%, Trinidad & Tobago: 3%, Curacao: 5%
<b>Seeking New Importers in:</b>	The Bahamas, Dominican Republic, Jamaica, Guatemala, Costa Rica, Cayman Islands, Peru, British Virgin Islands, St. Martin
<b>Seeking U.S. Product Suppliers:</b>	Dry Goods and Non-Alcoholic Beverages
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Customer Trade Show

<b>PROVISIONS INTERNATIONAL, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Henry Gomez
<b>Email:</b>	hgomez@provisionsinternational.com
<b>Address:</b>	P.O. Box 277778 Miramar, FL 33027
<b>Telephone &amp; Fax:</b>	(954)392-8263, (954)212-6461 fax
<b>Website:</b>	www.provisionsinternational.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	National Brands.
<b>% of Sales:</b>	Seafood: 1%                      Dry Goods: 99%
<b># of Items Exported:</b>	Over 100
<b>Industry Sector Served:</b>	Food service: 40%                      Retail: 60%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 65%                      Non-food: 35%
<b>Services Provided:</b>	Export Management
<b>Years in Business:</b>	1 year
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Retailers: 30%                      Wholesalers: 70%
<b>% of Sales by Region/Country:</b>	<b>3% South America:</b> Colombia: 100% <b>3% Central America:</b> Costa Rica: 50%, Panama: 50% <b>94% Caribbean:</b> The Bahamas: 82%, Bermuda: 6%, Cayman Islands: 6%, Aruba: 3%, Curacao: 3%
<b>Seeking New Importers in:</b>	All South and Central America and the Caribbean, especially the Dominican Republic and Trinidad & Tobago
<b>Seeking U.S. Product Suppliers:</b>	National and Regional Brands of Non-alcoholic Beverages and Dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show

<b>ALL CARIBBEAN FOOD SERVICE</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Anthony Adelson
<b>Email:</b>	allcaribbean@worldnet.att.net
<b>Address:</b>	5614 A Funstin Street Hollywood, FL 33023
<b>Telephone &amp; Fax:</b>	(954)989-7890, (954)989-7890 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Full Line Food Distribution
<b>% of Sales:</b>	Dry goods: 40%    Fresh Produce: 10%    Pork: 10% Beef: 10%    Seafood: 10%    Poultry: 10% Non-Alcoholic: 5%    High-end Specialty Foods: 5%
<b># of Items Exported:</b>	3000
<b>Industry Sector Served:</b>	Food service: 85%    Retail: 15%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export Management, Product Representation, Consolidation, Distribution Services, Cross Dock/ Drop Shipment
<b>Years in Business:</b>	9
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Hotel or Restaurant: 85%    Wholesalers: 15%
<b>% of Sales by Region/Country:</b>	The Bahamas: 10%    Turks and Caicos: 5% Curacao: 35%    British Virgin Is: 5%    Aruba: 5%
<b>Seeking New Importers in:</b>	Trinidad & Tobago, St. Martin, Bermuda, Jamaica, Barbados, and the Cayman Islands
<b>Seeking U.S. Product Suppliers:</b>	N/A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show and Taste of the Caribbean



<b>AMERICAN FOOD AND BEVERAGE, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Justo Rodriguez -- rodriguez@americanfood.com
<b>Address:</b>	7449 SW 4 <sup>th</sup> Street Plantation, FL 33317
<b>Telephone &amp; Fax:</b>	(954)327-2605, (954)327-1868 fax
<b>Website:</b>	www.americanfood.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Snack Foods, Juice Beverages, Sodas, Bottled Water, Seafood and Dog Food
<b>% of Sales:</b>	35% Dry Goods, 35% Non-alcoholic Beverages, 30% Seafood
<b># of Items Exported:</b>	350+
<b>Industry Sector Served:</b>	Food service: 20% -- Retail: 80%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	100% Food
<b>Services Provided:</b>	Export Management and Broker Services
<b>Years in Business:</b>	11 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 20% -- Distributors: 80%
<b>% of Sales by Region/Country:</b>	<b>10% ea:</b> Barbados, Bahamas, Jamaica, Venezuela, Panama <b>5% ea:</b> Colombia, Dominican Rep., Curacao, Aruba, Cayman, Antigua, Haiti, British Virgin Islands <b>2.5% ea:</b> Guatemala, El Salvador, Honduras, Nicaragua
<b>Seeking New Importers in:</b>	Brazil, Costa Rica, Bermuda, Argentina and Chile
<b>Seeking U.S. Product Suppliers:</b>	Non-alcoholic Beverages, Alcoholic Beverages and Dry Goods in National and Private Labels
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show and Food Market Institute (FMI)

<b>AUGUST FOOD DISTRIBUTORS</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Skip Holland
<b>Email:</b>	skip300@aol.com
<b>Address:</b>	500 NE 185 Street Miami, FL 33179
<b>Telephone &amp; Fax:</b>	(305)651-1144, (305)653-5812 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Frozen Foods for Hotels
<b>% of Sales:</b>	Beef: 30%      Poultry: 30%      Pork: 30% Seafood: 5%      High end specialty foods: 5%
<b># of Items Exported:</b>	200
<b>Industry Sector Served:</b>	Food service: 90%   Retail: 10%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	N/A
<b>Services Provided:</b>	Export Management, Distribution Services, Freight Forward
<b>Years in Business:</b>	16 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to hotel or restaurant: 50%   Wholesalers: 50%
<b>% of Sales by Region/Country:</b>	St. Lucia: 40%   St. Vincent/Antigua: 20% Honduras: 10%   Barbados: 30%
<b>Seeking New Importers:</b>	Any country
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Pork and Seafood
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	N/A

<b>BOB ROWE SALES</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Bob Rowe and Steven Schultz
<b>Email:</b>	BobRoweSales@att.net
<b>Address:</b>	P.O.Box 64061F, Uleta Branch Miami, FL 33164
<b>Telephone &amp; Fax:</b>	(305)947-9966, (305)947-5526 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	A complete line of high quality food service products available in national and private label brands
<b>% of Sales:</b>	Poultry: 20%      Seafood: 30%      Frozen Goods: 50%
<b># of Items Exported:</b>	3000
<b>Industry Sector Served:</b>	Food service: 70%    Cruise Lines: 20%    Other: 10%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 95%    Non-food: 5%
<b>Services Provided:</b>	Product Representation, Broker Services
<b>Years in Business:</b>	52 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Caribbean: 75%, South America: 10%, Central America: 15%
<b>Seeking New Importers:</b>	All countries throughout the region
<b>Seeking U.S. Product Suppliers:</b>	Seeking National Brands of dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	National Restaurant Association, Florida Restaurant Show, Marine Hotel Association and Sea Trade Cruise Shipping Show

<b>MONEL, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Importers: Connie Saltos - monelexp@hotmail.com
<b>Email:</b>	New Suppliers: Robert P. Walsky - rwalsky@aol.com
<b>Address:</b>	2770 NW 24 Street Miami, FL 33142
<b>Telephone &amp; Fax:</b>	(305)635-7331, (305)633-9746 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	High-end Specialty Foods
<b>% of Sales:</b>	100% National Brands
<b># of Items Exported:</b>	3500
<b>Industry Sector Served:</b>	Food service: 5%     Retail: 95%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export management, Product representation, Consolidation, Distribution services, Cross Dock / Drop Shipment
<b>Years in Business:</b>	36
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to retailers: 80%     Wholesalers: 20%
<b>% of Sales by Region/Country:</b>	South America: 20%     Central America: 20%     Caribbean: 60%
<b>Seeking New Importers:</b>	Central America, South America and the Caribbean
<b>Seeking U.S. Product Suppliers:</b>	Dry Goods, Non-Alcoholic Beverage, High-end Specialty Foods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Taste of the Caribbean, Fancy Food Show, and Own Regional Shows

<b>SYSCO FOOD SERVICE OF SOUTH FLORIDA</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	South/Central America: Mark Srour - srour.mark.r016@sysco.com
<b>Email:</b>	Caribbean: Gerry Fredella - fredella.gerry.r016@sysco.com
<b>Address:</b>	555 NE 185th Street Miami, FL, 33179
<b>Telephone &amp; Fax:</b>	(305)770-5532, (305)653-2095 fax
<b>Website:</b>	www.sysco.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	All Brands, Private Labels of Food Service Goods
<b>% of Sales:</b>	Beef, Poultry, Pork, Fresh Produce, Seafood, Dairy Products, High-end Specialty Foods, each 10%, Dry Goods: 30%,
<b># of Items Exported:</b>	3000
<b>Industry Sector Served:</b>	Food service: 95% Cruise-lines: 5%
<b>Annual Sales of Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 65% Non-food: 35%
<b>Services Provided:</b>	Export Management, Product Representation, Distribution Services
<b>Years in Business:</b>	30 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Hotel/Rest: 80% Wholesalers: 10% Cruise Lines: 10%
<b>% of Sales by Region/Country:</b>	<b>34% Central America</b> Guatemala, Salvador, Belize, Panama, Costa Rica, Honduras, Nicaragua <b>66% Caribbean:</b> Bahamas, Dom. Rep., Trin. & Tob., British Vir. Is., Curacao, St. Martin, Bermuda, Jamaica, Turks & Caicos, Guadeloupe & Martinique, Aruba, Barbados, Cayman Is.
<b>Seeking New Importers:</b>	N/A
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Pork, Fresh Produce, Seafood, Non-alcoholic Beverages, High-end Specialty Foods, Dry Goods, Dairy Products
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	National Restaurant Association, Florida Restaurant Show and Taste of the Caribbean

<b>AMERICAN FINE FOOD CORP.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Importers: Fadi Ladki - affco@affcointl.com
<b>Email:</b>	Suppliers: Wissam Amoudi - affco@affcointl.com
<b>Address:</b>	2841 NW 107th Avenue Miami, FL 33172
<b>Telephone &amp; Fax:</b>	(305)392-5000, (305)392-5400fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Grocery Items such as Canned Juices, Vegetable, Condiments, Cereals, and Baby Food.
<b>% of Sales:</b>	National Brands: 70%    Private Label: 30% Dry Goods: 90%        Non-Alcoholic Beverages: 10%
<b># of Items Exported:</b>	1500
<b>Industry Sector Served:</b>	Other: 100%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 90%    Non-Food: 10%
<b>Services Provided:</b>	Product Representation, Freight Forward and Consolidation
<b>Years in Business:</b>	13
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to retailers: 20%    Wholesalers: 80%
<b>% of Sales by Region/Country:</b>	South America: 2%    Central America: 5%    Caribbean: 10% Europe: 2%    Asia: 10%    Middle East: 50%    Far East: 11%
<b>Seeking New Importers:</b>	Brazil, Ecuador, Barbados, Jamaica, Dominican Republic
<b>Seeking U.S. Product Suppliers:</b>	National Brands, Private Brands, Non-alcoholic Beverage, and Dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Food Marketing Institute, The Americas Food and Beverage Show, SIAL (France), ANUGA (Germany)

<b>FLEMING COMPANY</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Luis Martinez, Export Director
<b>Email:</b>	Mike Blackmore, Export Development Manager mblackm@email.fleming.com
<b>Address:</b>	3555 NW 77 <sup>th</sup> Avenue. Miami, FL 33122
<b>Telephone &amp; Fax:</b>	(305)392-2800, (305)392-2801 fax
<b>Website:</b>	www.fleming.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Food National Brands & Private Labels, Dairy, Frozen Foods, Produce, Deli, Meat, Specialty Foods, Health & Beauty
<b>% of Sales:</b>	N/A
<b># of Items Exported:</b>	140,000
<b>Industry Sector Served:</b>	Retail: 90%    Other: 10%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 85%    Non-food: 15%
<b>Services Provided:</b>	Export Management, Product Rep., Cross Dock/ Drop Shipment
<b>Years in Business:</b>	80 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Retailers: 70%, Wholesalers: 30%
<b>% of Sales by Region/Country:</b>	Caribbean: 75%, Central America: 15%, South America: 10%
<b>Seeking New Importers:</b>	All countries
<b>Seeking U.S. Product Suppliers:</b>	All except alcoholic beverages
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Food Market Institute (FMI), The Americas Food & Beverage Show

<b>BASIC FOOD INTERNATIONAL</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Importers: Andres Ascencio -- consul@basicfood.com
<b>Email:</b>	Suppliers: John Bauer -- bauer@basicfood.com
<b>Address:</b>	2601 E. Oakland Park Blvd. Fort Lauderdale, FL 33306
<b>Telephone &amp; Fax:</b>	(954)467-1700, (954)764-5110 fax
<b>Website:</b>	www.basicfood.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Frozen foods
<b>% of Sales:</b>	Beef: 17.5%, Poultry: 17.5%, Pork: 17.5%, Seafood: 30%
<b># of Items Exported:</b>	300-400
<b>Industry Sector Served:</b>	Food service: 40%      Retail: 40%      Cruise Lines: 20%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export Management, Product Rep., Consolidation, Distribution Services, Broker Services, Freight Forward, Cross Dock/ Drop Shipment
<b>Years in Business:</b>	Over 50 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to retailers: 30%,      Cruiselines: 20%,      Wholesalers: 50%
<b>% of Sales by Region/Country:</b>	Colombia: 20%, Guatemala: 30%, Dominican Rep.: 20%, Jamaica: 10%
<b>Seeking New Importers:</b>	Dominican Republic
<b>Seeking U.S. Product Suppliers:</b>	Frozen Alligator Meats
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	TCLA (Miami)



<b>BERCY, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Marcello Russo
<b>Email:</b>	marcellorussobercyinc@infm.com
<b>Address:</b>	1805 SW 104 Avenue Miami, FL 33157
<b>Telephone &amp; Fax:</b>	(305)233-1584, (305)233-1584
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Frozen and Hole Cut up Parts of Poultry and Pork
<b>% of Sales:</b>	Poultry: 95%    Pork: 5%
<b># of Items Exported:</b>	15
<b>Industry Sector Served:</b>	Food service: 50%    Retail: 50%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	N/A
<b>Services Provided:</b>	Export Management, Product Representation, Consolidation, Distribution Services
<b>Years in Business:</b>	4
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Haiti: 50%    Aruba: 50%
<b>Seeking New Importers:</b>	Any country
<b>Seeking U.S. Product Suppliers:</b>	Beef, poultry, pork, and seafood
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Attended Food Marketing Institute, The Americas Food and Beverage Show, ANUGA (Germany)

<b>CARIB BASIN FOOD SALES, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person &amp;Email:</b>	Jim Mancuso: mancuso@caribbasin.com
<b>Address:</b>	9620-D Boca Gardens, Circle North Boca Raton, FL 33496
<b>Telephone &amp; Fax:</b>	(561)487-2176, (561)482-5362 fax
<b>Website:</b>	www.caribbasin.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Processed & Smoked Meats, Dry Sausage, Ham, Bacon, Canned Tomatoes, Fresh Pork
<b>% of Sales:</b>	National Brands: 50% Private Label: 50% Poultry: 15% High-end Spec: 15% Dry Goods: 40% Pork: 30%
<b># of Items Exported:</b>	100+
<b>Industry Sector Served:</b>	Food Service: 80% Cruise Lines: 10% Retail: 10%
<b>Annual Sales of Food Exports:</b>	Less than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Product Representation, Broker Services
<b>Years in Business:</b>	Over 8 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 90% Cruise Lines: 10%
<b>% of Sales by Region/Country:</b>	<b>20%: South America:</b> Colombia: 100% <b>15% Central America:</b> Costa Rica: 65%, El Salvador: 35%, <b>65% Caribbean:</b> Haiti: 60%, Dom. Rep.: 15%, Cayman Is.: 25%
<b>Seeking New Importers:</b>	N/A
<b>Seeking U.S. Product Suppliers:</b>	Pork, High-end Specialty Foods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Florida Restaurant Show, Fancy Food Show, Marine Hotel Association

<b>COLORADO BOXED BEEF COMPANY</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person &amp; Email:</b>	John Rattigan: j.rattigan@cbbcorp.com
<b>Address:</b>	P.O. Box 899 Winter Haven, FL 33882-0899
<b>Telephone &amp; Fax:</b>	(863)967-0636, (863)551-4437 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fresh & Frozen Beef, Pork, Seafood, Poultry, Other Specialty
<b>% of Sales:</b>	National Brands: 70% Private Label: 15% Regional/local: 15% Beef: 35%, Poultry: 20%, Pork: 20%, Seafood: 10%, Dry Goods: 10%, High-end Specialty Foods: 5%
<b># of Items Exported:</b>	1000+
<b>Industry Sector Served:</b>	Food Service: 25% Cruise Lines: 50% Retail: 25%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 75% Non-food: 25%
<b>Services Provided:</b>	Consolidation, Product Rep., Broker Services, Export Management, Distribution Services, Freight Forward
<b>Years in Business:</b>	Over 25 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 25% Cruise Lines: 65% Retailers: 10%
<b>% of Sales by Region/Country:</b>	South America: 10% Central America: 10% Caribbean: 80%
<b>Seeking New Importers:</b>	All
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Pork, Seafood, Non-alcoholic Beverages, High-end Specialty Foods, Dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	National Restaurant Association, Florida Restaurant Show, Food Marketing Institute, Florida International Restaurant & Hotel

<b>ESS-FOOD USA, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Patrick Perez
<b>Email:</b>	pap@ess-food.com
<b>Address:</b>	4601 Sheridan St., Ste. 420 Hollywood, FL, 33021
<b>Telephone &amp; Fax:</b>	(954)981-1770, (954)981-1775 fax
<b>Website:</b>	www.ess-food.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Top Brand Commodity Products - Pork, poultry, Name Brands
<b>% of Sales:</b>	Poultry: 30%    Pork: 70%
<b># of Items Exported:</b>	N/A
<b>Industry Sector Served:</b>	Food service: 60%    Retail: 40%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	N/A
<b>Years in Business:</b>	20 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Retailers: 40%    Wholesalers: 60%
<b>% of Sales by Region/Country:</b>	<b>50% Caribbean:</b> Aruba: 40%, The Bahamas: 40%, Curacao: 40% <b>50% Mexico</b>
<b>Seeking New Importers:</b>	N/A
<b>Seeking U.S. Product Suppliers:</b>	Pork, Poultry
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	FMI/Food Marketing Institute, The Americas Food and Beverage Show, SIAL (France), ANUGA (Germany)

<b>EXCEL FOOD DISTRIBUTOR</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Tom Coats
<b>Email:</b>	Tom_Coats@cargill.com
<b>Address:</b>	9151 NW 97th Terrace Medley, FL 33178
<b>Telephone &amp; Fax:</b>	(800)423-3124, (305)463-9244 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Pork, Beef, Turkey, Seafood
<b>% of Sales:</b>	2 <sup>nd</sup> Largest Beef Packer in the U.S., part of Cargill
<b># of Items Exported:</b>	300 to 400
<b>Industry Sector Served:</b>	Food Service: 30%      Cruise Lines: 60%      Retail: 10%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	N /A
<b>Services Provided:</b>	Consolidation and Freight Forward
<b>Years in Business:</b>	Over 130 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 35%      Cruise Lines: 65%
<b>% of Sales by Region/Country:</b>	Colombia: 20%, Dom. Rep.: 20%, Guatemala: 30%, Jamaica: 10%, Barbados: 10%, Grenada: 10%
<b>Seeking New Importers:</b>	Dominican Republic to deal directly with Supermarkets
<b>Seeking U.S. Product Suppliers:</b>	Non-alcoholic Beverages
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Taste of the Caribbean, FAIR Buenos Aires

<b>H &amp; M INTERNATIONAL</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Mirasol Sanchez
<b>Email:</b>	mirasol@hm-intl.net
<b>Address:</b>	4477 NW 97 <sup>th</sup> Avenue Miami, FL 33178
<b>Telephone &amp; Fax:</b>	(305)593-6101, (305)593-5898 fax
<b>Website:</b>	hm-int@email.msn.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Poultry and Food Products
<b>% of Sales:</b>	N/A
<b># of Items Exported:</b>	1000
<b>Industry Sector Served:</b>	Food Service: 20%      Retail: 80%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Consolidation, Export Management, Cross Dock/Drop Shipment
<b>Years in Business:</b>	Over 10 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 90%      Retailers: 10%
<b>% of Sales by Region/Country:</b>	South America: 33%      Central America: 33%      Caribbean: 33%
<b>Seeking New Importers:</b>	Brazil, Argentina, Venezuela, Nicaragua
<b>Seeking U.S. Product Suppliers:</b>	Not seeking new suppliers
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Food Marketing Institute

<b>IMPERIAL PACKERS AND PURVEYORS, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Robert Cuik
<b>Email:</b>	robert@lugareno.com
<b>Address:</b>	265 W. 27 <sup>th</sup> Street Hialeah, FL 33018
<b>Telephone &amp; Fax:</b>	(305)884-6222, (305)884-6030 fax
<b>Website:</b>	www.lugareno.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Classic Spanish Sausages, National Brand
<b>% of Sales:</b>	Pork: 100%
<b># of Items Exported:</b>	11
<b>Industry Sector Served:</b>	Food Service: 100%
<b>Annual Sales of Food Exports:</b>	Less than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Consolidation, Broker Services
<b>Years in Business:</b>	Over 10 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	<b>50% Central America:</b> Honduras:100% <b>50% Caribbean:</b> Curacao: 50%, Aruba: 50%
<b>Seeking New Importers:</b>	Panama, El Salvador, Nicaragua, The Bahamas, Trinidad & Tobago
<b>Seeking U.S. Product Suppliers:</b>	National and Regional Brands of Pork
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Taste of the Caribbean, USDA Trade Mission Aruba & Curacao, Florida International Restaurant & Hotel

<b>KINGSTON MIAMI TRADING</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Patrick Cha Fong
<b>Email:</b>	kmt@gate.net
<b>Address:</b>	280 NE 2 <sup>nd</sup> Street Miami, FL 33132
<b>Telephone &amp; Fax:</b>	(305)342-9547, (305)381-6527 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Caribbean-style Food: Pig Snout, Salted & Brisket Beef
<b>% of Sales:</b>	Beef: 85%, Pork: 10%, Dry Goods: 5%
<b># of Items Exported:</b>	115
<b>Industry Sector Served:</b>	Food Service: 50% Retail: 50%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 75% Non-food: 25%
<b>Services Provided:</b>	Consolidation, Product Rep., Broker Services, Export Management, Distribution Services, Freight Forward, Cross Dock/Drop Shipment
<b>Years in Business:</b>	Over 18 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	N / A
<b>% of Sales by Region/Country:</b>	Caribbean: 100%
<b>Seeking New Importers:</b>	Panama
<b>Seeking U.S. Product Suppliers:</b>	Beef, High-end Specialty Foods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Florida Restaurant Show



<b>LASCO INTERNATIONAL</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Richard Villoch
<b>Email:</b>	<a href="mailto:lascoint@bellsouth.net">lascoint@bellsouth.net</a>
<b>Address:</b>	451 NW 37 <sup>th</sup> Court Miami, FL 33142
<b>Telephone &amp; Fax:</b>	(305)634-4187, (305)635-0503 fax
<b>Website:</b>	<a href="http://www.lascointernational.com">www.lascointernational.com</a>
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	All Frozen Beef
<b>% of Sales:</b>	Beef: 70%, Poultry: 10%, Seafood: 20%
<b># of Items Exported:</b>	10
<b>Industry Sector Served:</b>	Retail: 100%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Consolidation, Export Management, Freight Forward
<b>Years in Business:</b>	Over 10 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Barbados: 100%
<b>Seeking New Importers:</b>	Caribbean, Trinidad & Tobago
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Seafood
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Taste of the Caribbean, Florida Restaurant Show

<b>MIAMI BEEF</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Russ Malina
<b>Email:</b>	miamibeef@bellsouth.net
<b>Address:</b>	4870 NW 157 <sup>th</sup> Street Miami, FL 33172
<b>Telephone &amp; Fax:</b>	(305)621-3252, (305)620-4562 fax
<b>Website:</b>	www.miamibeef.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Portion Controlled Meats
<b>% of Sales:</b>	Beef: 80%, Poultry: 20%,
<b># of Items Exported:</b>	400
<b>Industry Sector Served:</b>	Food Service: 50%      Retail: 50%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	N/A
<b>Services Provided:</b>	Consolidation, Product Rep., Broker Services, Export Management, Distribution Services, Freight Forward, Cross Dock/Drop Shipment
<b>Years in Business:</b>	Over 30 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Caribbean: 100% - Trinidad & Tobago, St. Martin, Bermuda, Turks & Caicos, Aruba, Martinique, The Bahamas
<b>Seeking New Importers:</b>	All Countries.
<b>Seeking U.S. Product Suppliers:</b>	N / A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Florida International Restaurant & Hotel Show

<b>NORTH WESTERN MEAT, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Olga Nunez
<b>Email:</b>	numeat@bellsouth.net
<b>Address:</b>	2100 NW 23 <sup>rd</sup> Street Miami, FL 33142
<b>Telephone &amp; Fax:</b>	(305)633-8112, (305)633-6907 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Supermarket Products, Rice, Flour, Meats
<b>% of Sales:</b>	Beef: 20%, Poultry: 40%, Pork: 30%, Dry Goods: 5%, High-end Specialty Foods: 5%
<b># of Items Exported:</b>	100 to 200
<b>Industry Sector Served:</b>	Food Service: 50% Retail: 50%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 50% Non-food: 50%
<b>Services Provided:</b>	N /A
<b>Years in Business:</b>	Over 40 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 50% Direct to Retailers: 50%
<b>% of Sales by Region/Country:</b>	Guatemala: 23%, Panama: 15%, Honduras: 20%, Nicaragua & Ecuador: 5% ea., Costa Rica, El Salvador & Venezuela: 10% ea.
<b>Seeking New Importers:</b>	N /A
<b>Seeking U.S. Product Suppliers:</b>	N /A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	None

<b>P.O. BEEF PROCESSORS, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Antonio Pernas
<b>Email:</b>	pqbefprocess1@earthlink.net
<b>Address:</b>	6707 NW 37 <sup>th</sup> Avenue Miami, FL 33147-6509
<b>Telephone &amp; Fax:</b>	(305)691-1071, (305)835-6774 fax
<b>Website:</b>	www.pqbef.net
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Meats and Seafood
<b>% of Sales:</b>	Beef: 30%, Poultry: 40%, Pork: 20%, Seafood: 10%
<b># of Items Exported:</b>	N / A
<b>Industry Sector Served:</b>	Wholesalers: 50% Direct to Retailers: 50%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export Management
<b>Years in Business:</b>	Over 27 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 50% Direct to Retailers: 50%
<b>% of Sales by Region/Country:</b>	The Bahamas: 35%, Haiti: 5%, Jamaica: 5%, Venezuela: 10%, Nicaragua: 20%, Panama: 20%
<b>Seeking New Importers:</b>	Guyana, Argentina, Brazil, Cayman Islands
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Pork, Seafood, Dry Goods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	N / A

<b>PROVIMENTOS</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Olga Nunez
<b>Email:</b>	numeat@bellsouth.net
<b>Address:</b>	P.O. Box 248 Vega Baja, PR 00694
<b>Telephone &amp; Fax:</b>	(787)858-1921, (787)858-0218 fax
<b>Website:</b>	www.provimentos.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Certified Angus Beef, Farmland, Provini Veal, Fresh U.S. Lamb Frozen Seafood: Ocean Beauty, Harvest of the Sea
<b>% of Sales:</b>	Beef: 80%, Veal: 10%, Pork: 10%
<b># of Items Exported:</b>	15
<b>Industry Sector Served:</b>	Food Service: 100%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	N/A
<b>Years in Business:</b>	40 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Hotel or Restaurant: 100%
<b>% of Sales by Region/Country:</b>	Dominican Republic: 100%
<b>Seeking New Importers:</b>	British Virgin Islands, St. Martin/St. Maarten, Anguilla, St. Barthelemy, St. Kitts and Nevis, Antigua
<b>Seeking U.S. Product Suppliers:</b>	N/A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	FMI/Food Marketing Institute, Fancy Food Show

<b>QUIRCH FOODS COMPANY</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person &amp; Email:</b>	Mauricio Quirch: mrq@quirchfoods.com
<b>Address:</b>	7600 NW 82nd Place Miami, FL 33166
<b>Telephone &amp; Fax:</b>	(305)691-3535, (305)593-0272 fax
<b>Website:</b>	<a href="http://www.quirchfoods.com">www.quirchfoods.com</a>
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Name Brands: 96%, Private Label: 4%, Meats, Seafood, Frozen
<b>% of Sales:</b>	Poultry: 15% Pork: 15% Beef: 40% Dairy/ Lamb: 5% Seafood: 20%
<b># of Items Exported:</b>	2500
<b>Industry Sector Served:</b>	Food Service: 40%, Retail: 40%, Cruise Lines: 10%, Military: 10%
<b>Annual Sales of Food Exports:</b>	Over \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Consolidation, Distribution Services, Export Management, Cross Dock/ Drop Shipment
<b>Years in Business:</b>	34
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 40%, Direct to Retailers: 40%, Cruise Lines 20%
<b>% of Sales by Region/Country:</b>	<b>35% Caribbean</b> <b>35% Central America</b> <b>20% South America</b> <b>10% Mexico</b>
<b>Seeking New Importers:</b>	All
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Pork, Seafood, Dairy Products
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, ANUGA (Germany), Taste of the Caribbean

<b>BRONAC INTERNATIONAL, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person &amp;Email:</b>	Peter Segrera: bronac@aol.com
<b>Address:</b>	1460-M NW 107 <sup>th</sup> Avenue Miami, FL 33172
<b>Telephone &amp; Fax:</b>	(305)593-2211, (305)477-0867 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fresh Produce, Mushrooms and Strawberries
<b>% of Sales:</b>	Fresh Produce: 70%, Poultry: 20%, Pork: 3%, Beef: 2%, Dairy: 5%
<b># of Items Exported:</b>	20
<b>Industry Sector Served:</b>	Food Service: 100%
<b>Annual Sales of Food Exports:</b>	Between \$500,000 and \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 60% , Non-Food: 40%
<b>Services Provided:</b>	Broker Services, Consolidation, Distribution Serv., Freight Forward
<b>Years in Business:</b>	17
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	<b>60% Caribbean</b> <b>10% Central America</b> <b>30% South America</b>
<b>Seeking New Importers:</b>	Dominican Republic and Aruba
<b>Seeking U.S. Product Suppliers:</b>	Dry Goods, Dairy Products; Regional/local Brands, Private Label
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, National Restaurant Association, Florida Restaurant Show, Taste of the Caribbean

<b>EXPORTERS A &amp; M</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Thiery Beuzelin
<b>Email:</b>	exporters@aol.com
<b>Address:</b>	1930 NW 23 <sup>rd</sup> Street Miami, FL 33142
<b>Telephone &amp; Fax:</b>	(305)634-0589, (305)634-3928 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fresh Fruits and Vegetables
<b>% of Sales:</b>	Fresh Produce: 100%
<b># of Items Exported:</b>	350+
<b>Industry Sector Served:</b>	Food Service: 25%      Cruise Lines: 50%      Retail: 25%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Consolidation, Broker Services, Export Management, Distribution Services, Cross Dock/ Drop Shipment
<b>Years in Business:</b>	Over 25 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 25%      Cruise Lines: 50%      Retailers: 25%
<b>% of Sales by Region/Country:</b>	Caribbean: 100%
<b>Seeking New Importers:</b>	All
<b>Seeking U.S. Product Suppliers:</b>	Fresh Produce
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Produce Market Association (PMA), Marine Hotel Association



<b>SOUTHERN SPECIALTIES</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Ron Bernard
<b>Email:</b>	rbernard@southernspecialties.net
<b>Address:</b>	1400 SW 6 <sup>th</sup> Court, Suite B Pompano Beach, FL 33069
<b>Telephone &amp; Fax:</b>	(954)784-6500, (954)784-1464 fax
<b>Website:</b>	www.southernspecialties.net
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Specialty Fruits and Vegetables
<b>% of Sales:</b>	Fresh Produce: 100%
<b># of Items Exported:</b>	20
<b>Industry Sector Served:</b>	Food Service: 20-25%      Cruise Lines: 75-80%
<b>Annual Sales of Food Exports:</b>	Less than \$500,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Consolidation, Freight Forward, Cross Dock/Drop Shipment
<b>Years in Business:</b>	Over 10 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Caribbean: 100%
<b>Seeking New Importers:</b>	N / A
<b>Seeking U.S. Product Suppliers:</b>	N / A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Produce Market Association

<b>MAYRSOHN INTERNATIONAL TRADING CO., INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person /Email:</b>	Mark Mayrsohn, President -- Mayrsohn@hotmail.com
<b>Address:</b>	1200 SE 10 <sup>th</sup> Court Hialeah, FL 33010
<b>Telephone &amp; Fax:</b>	(305)884-6121, (305)884-3411 fax
<b>Website:</b>	<a href="http://www.mayrsohn.com">www.mayrsohn.com</a>
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Regional/local brands: 75%, Name brands: 25%. Fresh produce
<b>% of Sales</b>	Fresh produce: 90%, Non-alcoholic: 3%, Dry goods: 2%, Dairy: 5%
<b># of Items Exported:</b>	250+
<b>Industry Sector Served:</b>	Food Servie: 50%    Retail: 50%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 95%    Non-food: 5%
<b>Services Provided:</b>	Export Management, Product Representation, Consolidation, Cross Dock/drop Shipment, Broker Services, Distribution, Freight Forward
<b>Years in Business:</b>	20
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesale: 50%    Direct to Retail: 40%    Direct to Rest./Hotel: 10%
<b>% of Sales by Region/Country:</b>	<b>65% Caribbean</b> <b>30% Central America</b> <b>5% South America</b>
<b>Seeking New Importers:</b>	Cayman Is., Guatemala, El Salvador, Haiti, Turks & Caicos, Guadeloupe, Martinique, Bermuda
<b>Seeking U.S. Product Suppliers:</b>	Fresh Produce, Non-alcoholic Beverages, High-end Specialty Goods, Dry Goods, Dairy Products. All Brands & Private
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Food Marketing Instate, Americas Food and Beverage, Taste of the Caribbean, ABRAS (Brazil), PMA

## C.H. ROBINSON COMPANY

### CONTACT INFORMATION

<b>Contact person(s):</b>	Douglas Tannehill
<b>Email:</b>	douglas.tannehill@chrobinson.com
<b>Address:</b>	10051 NW 99 Avenue Medley, FL 33178
<b>Telephone &amp; Fax:</b>	(305)883-0138, (305)883-0139 fax
<b>Website:</b>	www.chrobinson.com

### PRODUCTS & SERVICES

<b>Product Line:</b>	Regional/local Brands: 60%      Name Brands: 20% Private Label: 20%
<b>% of Sales:</b>	Fresh produce: 90%    Other: 10%
<b># of Items Exported:</b>	800
<b>Industry Sector Served:</b>	Food service: 40%    Retail: 60%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 90%    Non-food: 10%
<b>Services Provided:</b>	Export Management, Product Representation, Consolidation, Distribution Services, Broker Services, Freight Forward, Cross Dock/ Drop Shipment
<b>Years in Business:</b>	97 years, Est. 1905

### FOREIGN PROFILE

<b>Foreign Customer Profile:</b>	Direct to retailers: 50%    Direct to hotel or restaurant: 30% Wholesalers: 20%
<b>% of Sales by Region/Country:</b>	Caribbean: 75%, South America: 15%, Central America: 10%
<b>Seeking New Importers:</b>	N/A
<b>Seeking U.S. Product Suppliers:</b>	Beef, Poultry, Pork, Seafood, High-end Specialty Foods, Dairy Products; Name/regional/local Brands

### TRADE SHOWS

<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show
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<b>SUN INTERNATIONAL EXPORT CORP.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person &amp; Email:</b>	Mitchell R. Bylick - mitch@sunexp.com
<b>Address:</b>	2040 NW 96 Avenue Miami, FL 33172
<b>Telephone &amp; Fax:</b>	(305)436-9444, (305)436-9444 fax
<b>Website:</b>	www.sunexp.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fresh Fruit and Vegetables, Specialty Produce and Eggs
<b>% of Sales:</b>	Non-alcoholic Beverages: 3%    Dairy Goods: 2% High-end Specialty Food: 2%    Fresh Produce: 93%
<b># of Items Exported:</b>	400
<b>Industry Sector Served:</b>	Retail: 40%    Food Service: 60%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 93%    Non-food: 7%
<b>Services Provided:</b>	Export Management, Freight Forwarding, Consolidation, Cross Dock/Drop Shipment
<b>Years in Business:</b>	4 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Direct to Retailers: 60%    Direct to Hotel or Restaurants: 5% Wholesalers: 35%
<b>% of Sales by Region/Country:</b>	Antigua: 31%, Barbados: 8%, Panama: 3%, Aruba: 14%, St. Martin: 6%, Curacao: 8%, Dominican Republic: 5%, Haiti: 3%, Honduras: 1%, Jamaica: 8%, British Virgin Islands: 5%, Trinidad & Tobago: 8%
<b>Seeking New Importers:</b>	The Bahamas, El Salvador, Guatemala, and Venezuela
<b>Seeking U.S. Product Suppliers:</b>	Fresh Produce
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Taste of the Caribbean, National Restaurant Association, Florida Restaurant Show

## E & R INTERNATIONAL SEAFOOD

### CONTACT INFORMATION

<b>Contact person:</b>	Eva Berman
<b>Email:</b>	exintl@msn.com
<b>Address:</b>	P.O. Box 41-4514 Miami Beach, FL 33141-0514
<b>Telephone &amp; Fax:</b>	(305)865-0160, (305)866-8484 fax
<b>Website:</b>	N/A

### PRODUCTS & SERVICES

<b>Product Line:</b>	Frozen Fish and Shellfish
<b>% of Sales:</b>	Seafood: 100%
<b># of Items Exported:</b>	15
<b>Industry Sector Served:</b>	Food Service: 100%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Export Management and Distribution Services
<b>Years in Business:</b>	23 years

### FOREIGN PROFILE

<b>Foreign Customer Profile:</b>	Wholesalers: 100%
<b>% of Sales by Region/Country:</b>	Colombia: 65%   Panama: 1%   Venezuela: 1%   Mexico: 33%
<b>Seeking New Importers:</b>	Dominican Republic and Cayman Islands
<b>Seeking U.S. Product Suppliers:</b>	Seafood in National Brands

### TRADE SHOWS

<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Taste of the Caribbean
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<b>KALAMAR SEAFOOD INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person:</b>	Roberto Vazquez
<b>Email:</b>	rvazques@kalamarseafood.com
<b>Address:</b>	2490 West 78 Street Hialeah, FL 33016
<b>Telephone &amp; Fax:</b>	(305)822-5586, (305)557-4418 fax
<b>Website:</b>	<a href="http://www.kalamarseafood.com">www.kalamarseafood.com</a>
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Diverse Assortment of Quality National, Regional/local, and Private Label Brands of Fish and Seafood Products
<b>% of Sales:</b>	Seafood: 100%
<b># of Items Exported:</b>	Over 200
<b>Industry Sector Served:</b>	Food Services: 30%    Cruise Lines: 70%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 100%
<b>Services Provided:</b>	Product Representation, Distribution Services
<b>Years in Business:</b>	17 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 30%    Cruise Lines: 70%
<b>% of Sales by Region/Country:</b>	Dominican Republic: 33%, Aruba: 33%, Guadeloupe & Martinique: 34%
<b>Seeking New Importers:</b>	All of Central and South America, Caribbean
<b>Seeking U.S. Product Suppliers:</b>	National, Regional/Local, and Private Label Brands of High-end Specialty Foods
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Florida International Restaurant and Hotel, Taste of the Caribbean, Florida Restaurant Show, Boston Seafood Show and Marine Hotel Association

<b>MULTIMAR PRODUCTS, INC.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person(s):</b>	Steve Bridges
<b>Email:</b>	steven.bridges@att.net
<b>Address:</b>	4503 NW 103 Avenue, Suite 103 Sunrise, FL 33351
<b>Telephone &amp; Fax:</b>	(954)742-5142, (954)742-5174 fax
<b>Website:</b>	N/A
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Frozen Seafood and Gourmet Items
<b>% of Sales:</b>	N / A
<b># of Items Exported:</b>	150
<b>Industry Sector Served:</b>	Food Service: 85%      Cruise Lines: 5%      Retail: 10%
<b>Annual Sales of Food Exports:</b>	\$500,000 - \$5,000,000
<b>% of Food vs. Non-Food:</b>	N / A
<b>Services Provided:</b>	Consolidation, Product Rep., Export Management, Distribution Srv
<b>Years in Business:</b>	Over 11 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 70%      Cruise Lines: 65% Direct to Retailers: 10%      Direct to Hotel/Restaurants: 20%
<b>% of Sales by Region/Country:</b>	St. Thomas & U.S. Virgin Is.: 40%, Curacao:10%, Cayman Is.: 10%, Surinam: 5%, Aruba:10%, Costa Rica: 5%, Barbados: 10%, British Virgin Is.: 10%
<b>Seeking New Importers:</b>	Guadeloupe, Mexico, St. Martin, Bermuda
<b>Seeking U.S. Product Suppliers:</b>	N / A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	The Americas Food and Beverage Show, Taste of the Caribbean

<b>SEA SPECIALTIES, INC. &amp; BARNACLE SEAFOOD CO.</b>	
<b>CONTACT INFORMATION</b>	
<b>Contact person &amp;Email:</b>	Marc Ruben: mruben@seaspecialties.com
<b>Address:</b>	5301 NW 35 <sup>th</sup> Avenue Fort Lauderdale, FL 33309
<b>Telephone &amp; Fax:</b>	(954)486-8002 ext. 131, (954)486-1133 fax
<b>Website:</b>	www.seaspecialties.com
<b>PRODUCTS &amp; SERVICES</b>	
<b>Product Line:</b>	Fresh, Frozen, Smoked Seafood, High-end Specialty Foods
<b>% of Sales:</b>	Seafood: 90%, High-end Specialty Foods: 10%
<b># of Items Exported:</b>	700
<b>Industry Sector Served:</b>	Food Service: 30% Cruise Lines: 50% Retail: 10% Other: 10%
<b>Annual Sales of Food Exports:</b>	More than \$5,000,000
<b>% of Food vs. Non-Food:</b>	Food: 90% Non-food: 10%
<b>Services Provided:</b>	Consolidation, Product Rep., Broker Services, Export Management, Distribution Services, Freight Forward, Cross Dock/Drop Shipment
<b>Years in Business:</b>	Over 15 years
<b>FOREIGN PROFILE</b>	
<b>Foreign Customer Profile:</b>	Wholesalers: 20% Cruise Lines: 50% Retailers: 10% Direct to Hotels/Restaurants: 20%
<b>% of Sales by Region/Country:</b>	South America: 20% Central America: 20% Caribbean: 60%
<b>Seeking New Importers:</b>	All
<b>Seeking U.S. Product Suppliers:</b>	N / A
<b>TRADE SHOWS</b>	
<b>Trade Show exhibited and/or attended in the last three years:</b>	Florida Restaurant Show, Florida International Restaurant & Hotel, Boston Seafood Show, Taste of the Caribbean



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